

# **NEW MANAGER ORIENTATION ALDRICH NATION SUCCESS CHECKLIST**

**\*Participate in Spirit Wings Nation Monthly Teleconference Manager Call for MGRS, and Mgrs. In qualification. 2<sup>nd</sup> Wed. of every month, 10:00 am CST, 8:00 am PST 1-319-741-8100 pin 111907#**

**\*FOLLOW GETTING STARTED SYSTEM:**

- 1) ABC's of getting Started
- 1) Getting Started Aldrich Nation~Keep the updated Document in your computer, and forward to all New Business Builders you sponsor.
- 2) Encourage them to listen in on the live Getting Started Call, or the 24/7 recording, within the first 24 hours of joining Arbonne. (make sure they print their GS document to follow along during the call (See numbers on your STAY CONNECTED flyer)
- 3) Connect with your New Sponsor within 24 hours of their participating in our Nation's Getting Started Training to personalize their Business Launch, and answer any questions from the call

**\*Participate in upline events.**

**\*Aldrich LEADERSHIP COMMUNICATION EMAIL SYSTEM:**

Create your District's Address Book: I suggest (2) Folders: Wholesale buyers & Business Builders. As your NVP, I have all MGRS in my address books for communication. When you receive communication from me, or your upline, you can forward the email to the appropriate AB (WB or BB).

**\*CONTROL BOOK "Office at your fingertips" 3 Ring Binder w/pockets and plastic sleeves. First sheet in control book: STAY CONNECTED FLYER w/all important numbers/resources, calls, etc. also put your roster, Upclose, Getting Started doc's, etc.**

**\*WEBSTATS:** As a Mgr, you'll receive info regarding you and your team's renewal, new sponsors to welcome, ASAP, Performance Acc't. Etc. Track your sales for bonuses, promotions & RSVP's for you AND your team. Understand the Comp Plan.

**\*PROFESSIONALISM:** Create a Culture for your team: Recognition, Coaching, & Motivating. Have a separate line w/professional greeting, & 3-way calling. Be organized, and follow a duplicatable system.

**\*TROUBLESHOOTING:** Direct people to solve their own problems. When in doubt, seek first to your Direct Upline Mgr. If your Direct Upline Mgr needs assistance, they will continue to seek upline. Some things can be handled directly through Arbonne's website @ contact us.

**\*PERSONAL DEVELOPMENT** The Speed of the Leader, the speed of the team!  
Hot coals together stay hot. Encourage Accountability Partnerships, Coaching, and create fun challenges for your team!

**\*SET THE EXAMPLE** Win the trips, attend the trainings and NTC, have a full calendar, and be continually adding new Business Partners to YOUR business. Develop leaders, follow the system, and be sure that you DUPLICATE!

**\*BE A DISTRICT MANAGER MAKING MACHINE!!!** Always ask yourself “who am I launching to do 1<sup>st</sup> step District next month? Each month, launch a new Consultant to District. This will push you to Area Mgr., RVP , and NVP!

**\*FOLLOW THE SYSTEM** When you expect your new Consultants to get on the calls, do the START NOW WORKBOOK/CD, 100 name list, fill their calendar, listen to the Getting Started TAPES, etc., they will! RAISE THE BAR. When you expect Success, and Discipline, then they will DUPLICATE what they were taught. If you don't expect your team to Follow the System, they won't, and will lean on you for things they would be learning by following the system. This sets up THEIR FAILURE, because what you are doing is NOT DUPLICATABLE.

**\*ALWAYS DO THE RIGHT THING, IN THE RIGHT WAY, FOR THE RIGHT REASON.** Follow and support our Ethical guidelines set out not only by Arbonne, but by our Nation.

We are a T.E.A.M. “Together, Everyone Achieves More!!!!

*Christy Aldrich and your VP Team!*